

PX17

PX17 Attachment BC

Financial spreadsheets

2016 Financials.xlsx

Grand Total for Wave Rock, Salomonie River, Wheeler Peak, Blue Rocket Brands													
	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	TOTAL
Revenue													
Processed (Gross Rev-pulled from Mona)	1,019,937.71	1,080,869.02	1,223,983.35	1,152,940.81	1,252,048.51	1,169,551.07	1,354,922.07	1,266,455.90					9,520,708.44
AZ Companies (Deposits)	773,890.46	887,846.70	985,138.08	901,108.30	1,020,043.84	947,386.69	1,016,976.23	1,067,234.88	-	-	-	-	7,599,625.18
Reserves	13,342.57	260.60	16,463.21	94,046.69	71,652.83	213.06	8,328.60	20,116.26	-	-	-	-	224,423.82
Monetization (RM + QR)	13,543.16	13,897.86	14,298.00	10,627.31	12,380.30	3,420.23	1,299.36	1,898.64	-	-	-	-	71,364.86
	75.88%	82.14%	80.49%	78.16%	81.47%	81.00%	75.06%	84.27%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	79.82%
Processor Fees & Verifi Fees & Processor Debits													
Processor Fees	76,855.18	82,661.32	96,700.70	84,710.40	87,749.99	87,386.65	89,075.37	102,595.96	-	-	-	-	707,735.57
Verifi Fees	34,066.42	34,196.83	40,754.65	37,290.05	37,260.44	34,954.54	45,311.05	46,462.82	-	-	-	-	310,296.80
Overseas Processing Setupfees	-	-	-	-	-	27,187.50	14,800.00						41,987.50
Daily Bank Debits from Processors	73,906.84	94,559.85	129,056.97	113,442.87	130,672.73	133,022.84	132,926.75	147,895.59	-	-	-	-	955,484.44
Refunds paid by check	94.31	(36.85)	(94.31)	-	-	3.95	248.31	59.69	-	-	-	-	275.10
AZ Companies (Total)	184,922.75	211,381.15	266,418.01	235,443.32	255,683.16	282,555.48	282,361.48	297,014.06	-	-	-	-	2,015,504.31
	23.90%	23.81%	27.04%	26.13%	25.07%	29.82%	27.76%	27.83%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	26.52%
COGS													
Marketing Costs	405,474.50	424,434.50	418,254.50	389,886.50	407,574.50	355,279.50	451,255.00	404,087.50	-	-	-	-	3,256,246.50
Gross Margin													
AZ Companies	210,378.94	266,189.51	331,226.78	380,452.48	440,819.31	313,185.00	292,987.71	388,148.22	-	-	-	-	2,623,663.05
	20.63%	24.63%	27.06%	33.00%	35.21%	26.78%	21.62%	30.65%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	27.56%
Expenses													
Dues and Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-
Health/Dental/Vision Insurance	3,909.94	3,907.95	3,919.69	4,389.51	4,408.86	4,394.91	4,383.10	4,363.22	-	-	-	-	33,677.18
Business Insurance Yearly	-	318.01	-	-	-	-	-	-	-	-	-	-	318.01
Phone + Comcast+Xcel+Office Expenses	538.53	697.81	795.26	634.92	604.74	971.01	801.21	681.05	-	-	-	-	5,724.53
Bank Charges	369.72	390.68	411.94	702.43	728.81	948.45	869.07	1,140.17	-	-	-	-	5,561.27
B4E Fraud Alerts	3,938.95	4,375.00	2,835.00	4,130.00	4,865.00	4,865.00	4,690.00	7,210.00	-	-	-	-	36,908.95
Chargeback Representment	749.00	665.00	777.00	756.00	1,071.00	728.00	1,155.00	1,106.00	-	-	-	-	7,007.00
Website Hosting	6,146.54	6,535.62	6,833.72	5,661.89	7,185.51	7,610.86	6,953.99	7,321.39	-	-	-	-	54,249.52
Rent	2,226.97	1,627.58	1,627.58	1,732.16	1,527.49	1,374.58	1,458.34	1,458.34	-	-	-	-	13,033.04
401k Matching	493.14	780.23	832.76	793.68	935.93	885.26	821.84	892.94	-	-	-	-	6,435.78
Remote Office Rent (Regus/Office Evo/Davinci)	6,128.56	6,003.86	6,024.35	6,024.35	5,998.22	6,030.30	5,830.30	6,041.29	-	-	-	-	48,081.23
Travel	3,372.35	69.78	126.84	74.76	76.83	147.30	1,039.29	4,035.26	-	-	-	-	8,942.41
Meals	569.58	469.42	1,383.33	522.38	955.89	1,120.36	529.14	932.61	-	-	-	-	6,482.71
Cleaning	139.52	139.52	139.52	120.46	116.92	116.92	116.92	116.92	-	-	-	-	1,006.70
Office Supplies	1,193.59	796.55	1,249.42	419.29	517.41	248.53	653.88	323.87	-	-	-	-	5,402.54
Fed Ex	396.32	438.06	449.16	149.86	186.57	187.48	193.23	158.25	-	-	-	-	2,158.93
Legal	610.00	1,729.50	1,140.88	927.50	7,087.42	609.50	4,574.50	2,190.00	-	-	-	-	18,869.30
Fulfillment/RevGo	41,756.64	46,663.87	45,308.20	40,401.48	42,910.05	37,765.80	47,793.60	43,851.82	-	-	-	-	346,451.46
Inventory/COGS	63,220.78	70,186.48	66,477.38	58,203.46	64,132.04	54,544.99	65,429.28	63,759.48	-	-	-	-	505,953.89
Postage (USPS + Globegistics)	42,902.99	47,582.26	47,389.32	42,145.31	46,504.81	39,803.66	49,854.07	46,347.19	-	-	-	-	362,529.61
Inventory Freight (Globaltranz + Charles Schayer)	2,634.45	1,316.66	3,250.66	1,362.04	1,174.61	1,329.14	2,446.33	1,293.67	-	-	-	-	14,807.56
Outsourced Customer Service (RevGuard & RevLive)	52,218.00	55,541.80	59,797.40	56,156.60	57,221.40	46,717.70	47,124.40	46,491.00	-	-	-	-	421,268.30
Payroll Taxes (BRB, RM, Reseller)	6,389.45	5,868.36	4,913.70	4,917.18	5,694.03	4,896.54	3,693.75	2,498.10	-	-	-	-	38,871.11
ADP Fees	3,712.50	1,912.16	1,932.83	1,988.33	1,763.33	1,952.37	2,160.17	1,993.13	-	-	-	-	17,414.82
Accounting-Taxes	-	-	-	15,079.99	-	-	-	-	-	-	-	-	15,079.99
Misc Expenses	-	-	-	1,440.96	263.90	-	-	16.03	-	-	-	-	1,720.89
Total Expenses	243,617.52	258,016.16	257,615.94	248,734.54	255,930.77	217,248.66	252,571.41	244,221.73	-	-	-	-	1,977,956.73
Base Salaries													
Megan Goodman	4,200.00	4,200.00	4,200.00	4,200.00	4,200.00	4,200.00	4,200.00	4,200.00					33,600.00
Danielle	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00	9,000.00					72,000.00
Ryan	2,925.00	2,925.00	2,925.00	2,925.00	4,462.50	6,000.00	6,000.00	6,000.00					34,162.50

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2016 Financials.xlsx

Jenny	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00					64,000.00
Blair	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00					60,000.00
Josh	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00					200,000.00
Seth	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00	3,500.00					28,000.00
Megan Nosel	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00					20,000.00
Chris (IT)	2,083.00	2,083.00	2,083.00	2,083.00	2,187.34	2,291.68	2,291.68	2,291.68					17,394.38
Cristy	5,420.00	5,670.00	5,420.00	5,420.00	5,420.00	5,420.00	5,420.00	5,420.00					43,610.00
Reseller Gross Payroll	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	-	-	-	-	64,000.00
Total Base Salaries	78,128.00	78,378.00	78,128.00	78,128.00	79,769.84	81,411.68	81,411.68	81,411.68	-	-	-	-	636,766.88
	-	-	-	-	-	-	-	-	-	-	-	-	
Payroll booked in QB (not including resellers)	42,628.00	42,878.00	42,628.00	42,628.00	44,269.84	45,911.68	45,911.68	45,911.68	-	-	-	-	352,766.88
Bonus booked in QB	11,424.83	18,346.82	12,302.13	24,069.23	34,364.62	11,365.62	11,836.66	-	-	-	-	-	123,709.91
Blair Expenses	2,158.31	2,698.12	2,558.56	3,036.96	2,655.86	2,948.11	3,367.84	2,759.77	-	-	-	-	22,183.53
Mexico	-	-	-	-	9,495.00								9,495.00
Interest Earned	0.78	0.30	0.18	0.43	0.21	0.20	0.24	0.21	-	-	-	-	2.55
	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Income	(122,790.63)	(88,551.17)	(16,819.11)	29,521.14	70,754.28	3,159.22	(52,731.80)	37,853.03	-	-	-	-	(100,581.73)
	(0.00)	0.00	0.00	(0.00)	(0.01)	(0.02)	100.00	(24,661.99)	-	-	-	-	
Operating Income Reported													-
Taxes	-	-	-	12,398.88	29,716.80	1,326.87	-	15,898.27	-	-	-	-	59,340.82
After Taxes Operating Income	(122,790.63)	(88,551.17)	(16,819.11)	17,122.26	41,037.48	1,832.35	(52,731.80)	21,954.76	-	-	-	-	(198,945.86)
Bonus													
Danielle	6,983.31	10,334.31	9,331.62	9,392.84	10,308.92	7,894.69	10,264.71	8,998.61					73,509.01
Jenny OI	-	-	-	3,424.45	8,207.50	366.47	-	4,390.95	-	-	-	-	16,389.37
Blair OI	-	-	-	3,424.45	8,207.50	366.47	-	4,390.95	-	-	-	-	16,389.37
Ryan OI	-	-	-	147.61	-	-	-	-	-	-	-	-	147.61
Ryan Project Bonus	1,000.00	1,000.00	1,000.00	1,000.00	-	-	-	-	-	-	-	-	4,000.00
Megan Goodman Accounts Live	1,900.00	300.00	-	3,000.00	-	300.00	300.00	2,400.00					8,200.00
Seth	1,541.52	1,712.51	1,970.51	3,904.52	7,053.11	1,979.11	1,171.95	4,481.48					23,814.71
Circulator Fix													
Jenny				3,314.50	8,501.30	595.92		4,390.95					
Blair	-	-	-	3,314.50	8,501.30	595.92	-	4,390.95	-	-	-	-	
Ryan				142.87									
Bonus Paid (to be hand keyed)													
Blair	-	-	-	3,314.50	8,501.29	595.91							12,411.70
Danielle	6,983.31	10,334.31	9,331.62	9,392.84	10,308.92	7,894.69							54,245.69
Jenny	-	-	-	3,314.50	8,501.29	595.91							12,411.70
Megan	1,900.00	300.00	-	3,000.00	-	300.00							5,500.00
Ryan	1,000.00	1,000.00	1,000.00	1,142.87	-								4,142.87
Seth	1,541.52	1,712.51	1,970.51	3,904.52	7,053.11	1,979.11							18,161.28
Cristy		5,000.00											5,000.00
Total Bonus Paid	11,424.83	18,346.82	12,302.13	24,069.23	34,364.61	11,365.62	-	-	-	-	-	-	111,873.24
	-	-	-	-	(0.01)	-	(11,836.66)	-	-	-	-	-	

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PX17 Attachment BC-2

PX17 Attachment BC-3

[illegible]

PX17 Attachment BC-5

PX17 Attachment BC-6

Cash Flow Model Final No Orders 12-12 to 1-1.xlsx

Company	Type	Date	Num	Name	Service Month	Due Date	Open Balance
Wave Rock	Bill	05/31/2016	50016-32	RevGo, LLC	May 2016	07/01/2016	29,019.30
Wave Rock	Bill	06/30/2016	60016-37	RevGo, LLC	Jun 2016	07/31/2016	27,166.82
Wave Rock	Bill	07/31/2016	70016-31	RevGo, LLC	Jul 2016	08/31/2016	36,959.68
Wave Rock	Bill	08/31/2016	80016-72	RevLive LLC	Aug 2016	09/15/2016	21,437.00
Wave Rock	Bill	08/31/2016	90016-21	RevLive LLC	Aug 2016	09/15/2016	1,216.86 internal office stuff
Wave Rock	Bill	08/31/2016	80016-36	RevGo, LLC	Aug 2016	09/30/2016	32,551.87
Wave Rock	Bill	08/31/2016	80016-116	RevGurad, LLC	Aug 2016	09/15/2016	12,762.56
Wave Rock	Bill	09/30/2016	100016-21	RevLive LLC	Sept 2016	10/15/2016	19,699.60
Wave Rock	Bill	09/30/2016	100016-32	RevLive LLC	Sept 2016	10/15/2016	1,110.62 internal office stuff
Salamonie River	Bill	09/30/2016	90016-35	RevGo, LLC	Sept 2016	10/31/2016	10,731.78
Wave Rock	Bill	09/30/2016	90016-36	RevGo, LLC	Sept 2016	10/31/2016	31,205.62
Salamonie River	Bill	09/30/2016	90016-132	RevGurad, LLC	Sept 2016	10/15/2016	6,880.29
Wave Rock	Bill	09/30/2016	90016-132	RevGurad, LLC	Sept 2016	10/15/2016	13,260.24
Wave Rock	Bill	10/31/2016	100016-127	RevLive LLC	Oct 2016	11/15/2016	18,084.60
Wave Rock	Bill	10/31/2016	100016-170	RevLive LLC	Oct 2016	11/15/2016	718.59 internal office stuff
Salamonie River	Bill	10/31/2016	100016-36	RevGo, LLC	Oct 2016	12/01/2016	16,070.62
Wave Rock	Bill	10/31/2016	100016-37	RevGo, LLC	Oct 2016	12/01/2016	25,999.60
Salamonie River	Bill	10/31/2016	100016-151	RevGurad, LLC	Oct 2016	11/15/2016	7,851.39
Wave Rock	Bill	10/31/2016	100016-151	RevGurad, LLC	Oct 2016	11/15/2016	10,269.36
Salamonie River	Bill	11/30/2016		RevLive LLC	Nov 2016	12/15/2016	
Wave Rock	Bill	11/30/2016		RevLive LLC	Nov 2016	12/15/2016	
Wheeler Peak	Bill	11/30/2016		RevLive LLC	Nov 2016	12/15/2016	
Wave Rock	Bill	11/30/2016		RevLive LLC	Nov 2016	12/15/2016	internal office stuff
Salamonie River	Bill	11/30/2016		RevGo, LLC	Nov 2016	12/31/2016	
Wave Rock	Bill	11/30/2016		RevGo, LLC	Nov 2016	12/31/2016	
Wheeler Peak	Bill	11/30/2016		RevGo, LLC	Nov 2016	12/31/2016	
Salamonie River	Bill	11/30/2016		RevGurad, LLC	Nov 2016	12/15/2016	
Wave Rock	Bill	11/30/2016		RevGurad, LLC	Nov 2016	12/15/2016	
Wheeler Peak	Bill	11/30/2016		RevGurad, LLC	Nov 2016	12/15/2016	
Salamonie River	Bill	12/31/2016		RevLive LLC	Dec 2016	01/15/2017	
Wave Rock	Bill	12/31/2016		RevLive LLC	Dec 2016	01/15/2017	
Wheeler Peak	Bill	12/31/2016		RevLive LLC	Dec 2016	01/15/2017	
Wave Rock	Bill	12/31/2016		RevLive LLC	Dec 2016	01/15/2017	internal office stuff
Salamonie River	Bill	12/31/2016		RevGo, LLC	Dec 2016	01/31/2017	
Wave Rock	Bill	12/31/2016		RevGo, LLC	Dec 2016	01/31/2017	
Wheeler Peak	Bill	12/31/2016		RevGo, LLC	Dec 2016	01/31/2017	
Salamonie River	Bill	12/31/2016		RevGurad, LLC	Dec 2016	01/15/2017	
Wave Rock	Bill	12/31/2016		RevGurad, LLC	Dec 2016	01/15/2017	
Wheeler Peak	Bill	12/31/2016		RevGurad, LLC	Dec 2016	01/15/2017	

scheduled to be paid
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322,996.40 Adjusted Total

Total Due per Company				
	RevLive LLC	RevGo, LLC	RevGurad, LLC	Total
Wheeler Peak	-	-	-	-
Salamonie River	-	26,802.40	14,731.68	41,534.08
Wave Rock	62,267.27	182,902.89	36,292.16	281,462.32
Total	62,267.27	209,705.29	51,023.84	322,996.40

Rapid Color							
Product	Insert	Qty	Amount	Tax	Total Due	Charge Date	Amount
WC	FT	5000	\$ 325.00	\$ 26.49	\$ 351.49	Mon 11/7	\$ 702.98
BAH	F&F	5000	\$ 325.00	\$ 26.49	\$ 351.49		
APW	F&F	5000	\$ 325.00	\$ 26.49	\$ 351.49	Tue 11/8	\$ 562.38
FCW	FT	1500	\$ 97.50	\$ 7.95	\$ 105.45		
FCW	CP	1500	\$ 97.50	\$ 7.95	\$ 105.45	Wed 11/9	\$ 913.87
SW	FT	5000	\$ 325.00	\$ 26.49	\$ 351.49		
SW	MM	5000	\$ 325.00	\$ 26.49	\$ 351.49		
SV	FT	1500	\$ 97.50	\$ 7.95	\$ 105.45		
SV	CP	1500	\$ 97.50	\$ 7.95	\$ 105.45	Thu 11/10	\$ 487.00
stickers		10000	\$ 475.00	\$ 12.00	\$ 487.00		
					\$ 2,666.22		\$ 2,666.22

322,996.40